

FIG.1

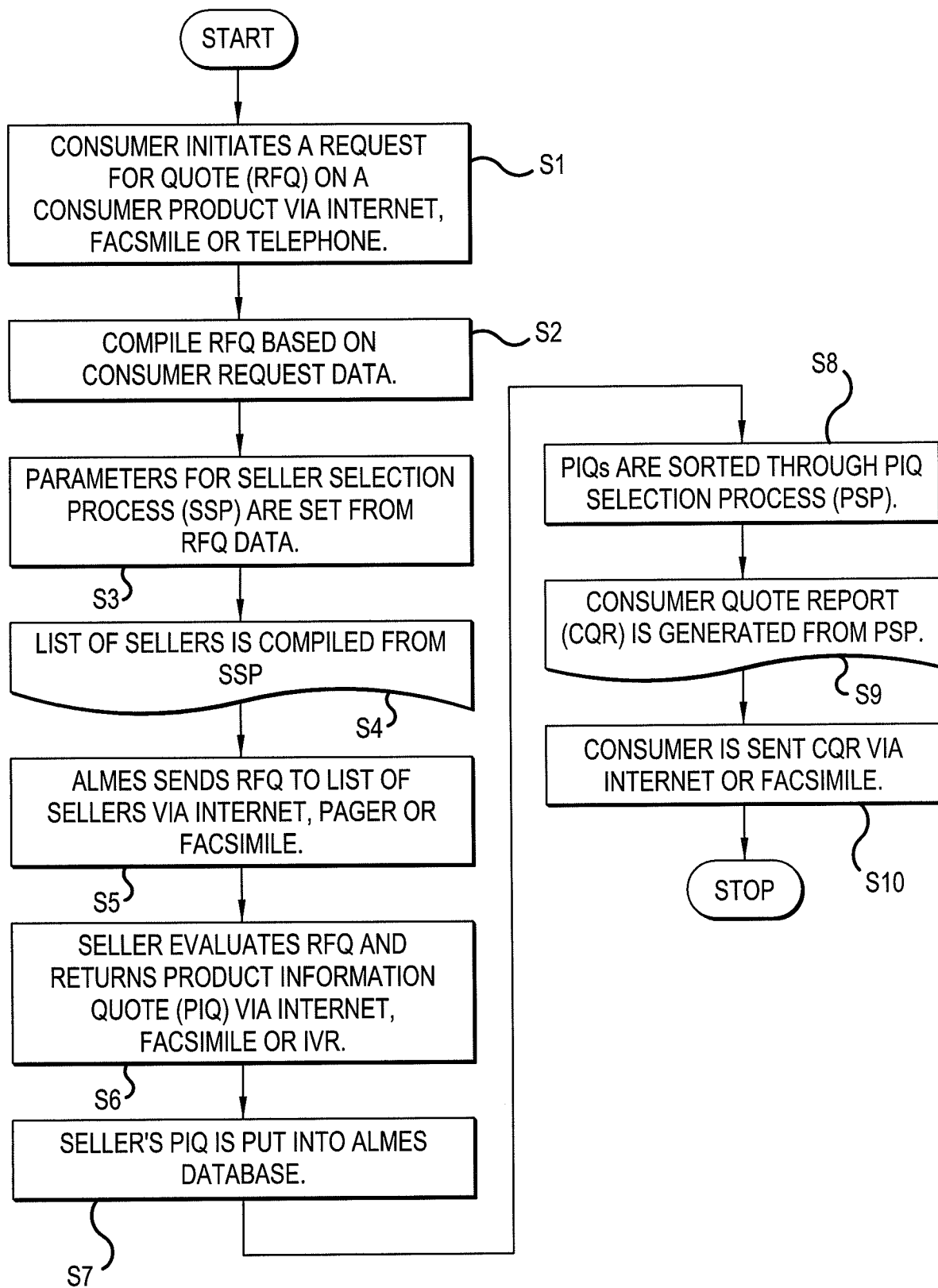


FIG.2

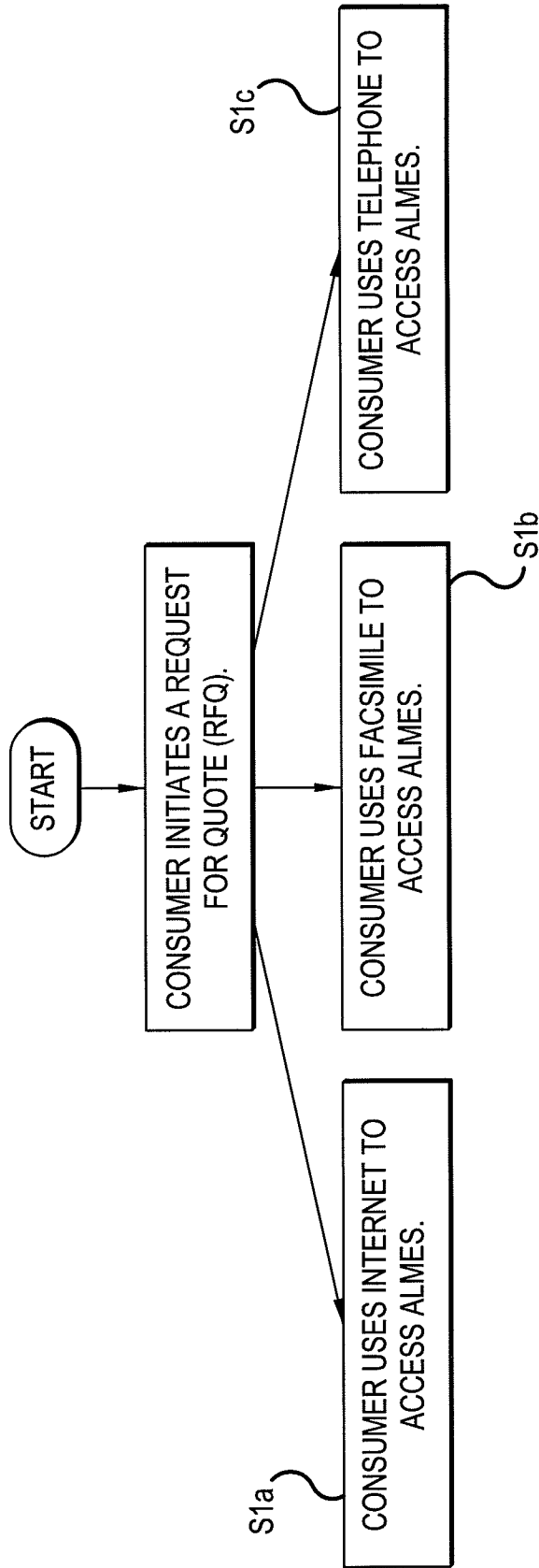
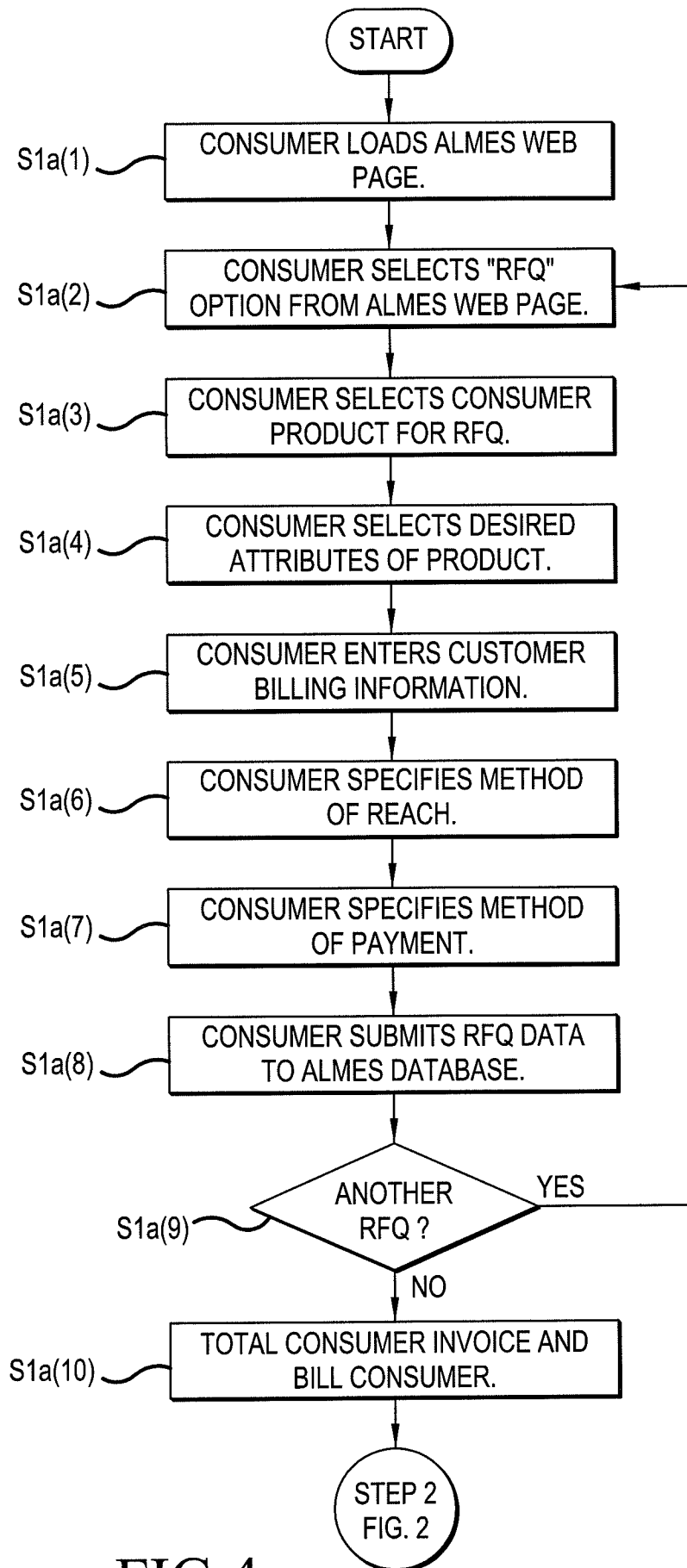


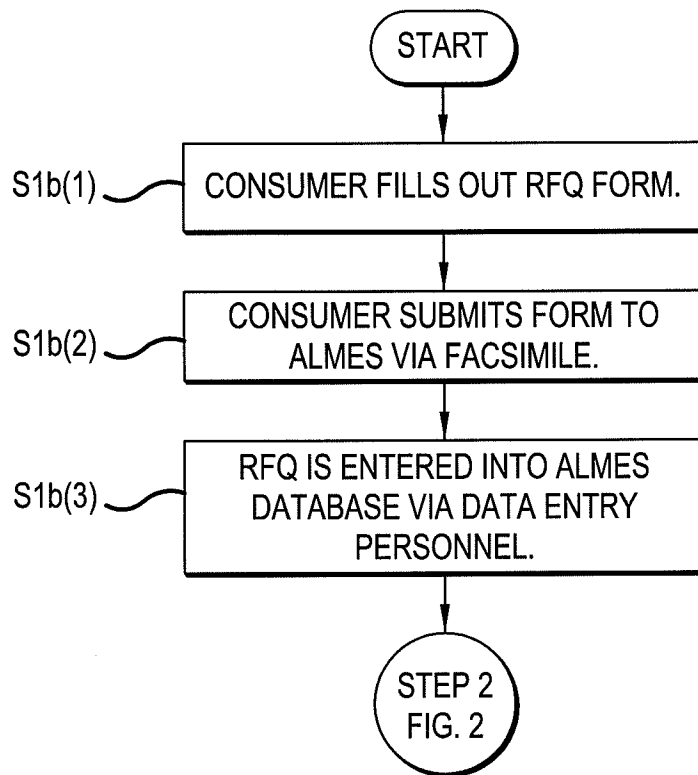
FIG.3

**"REPLACEMENT SHEET"**



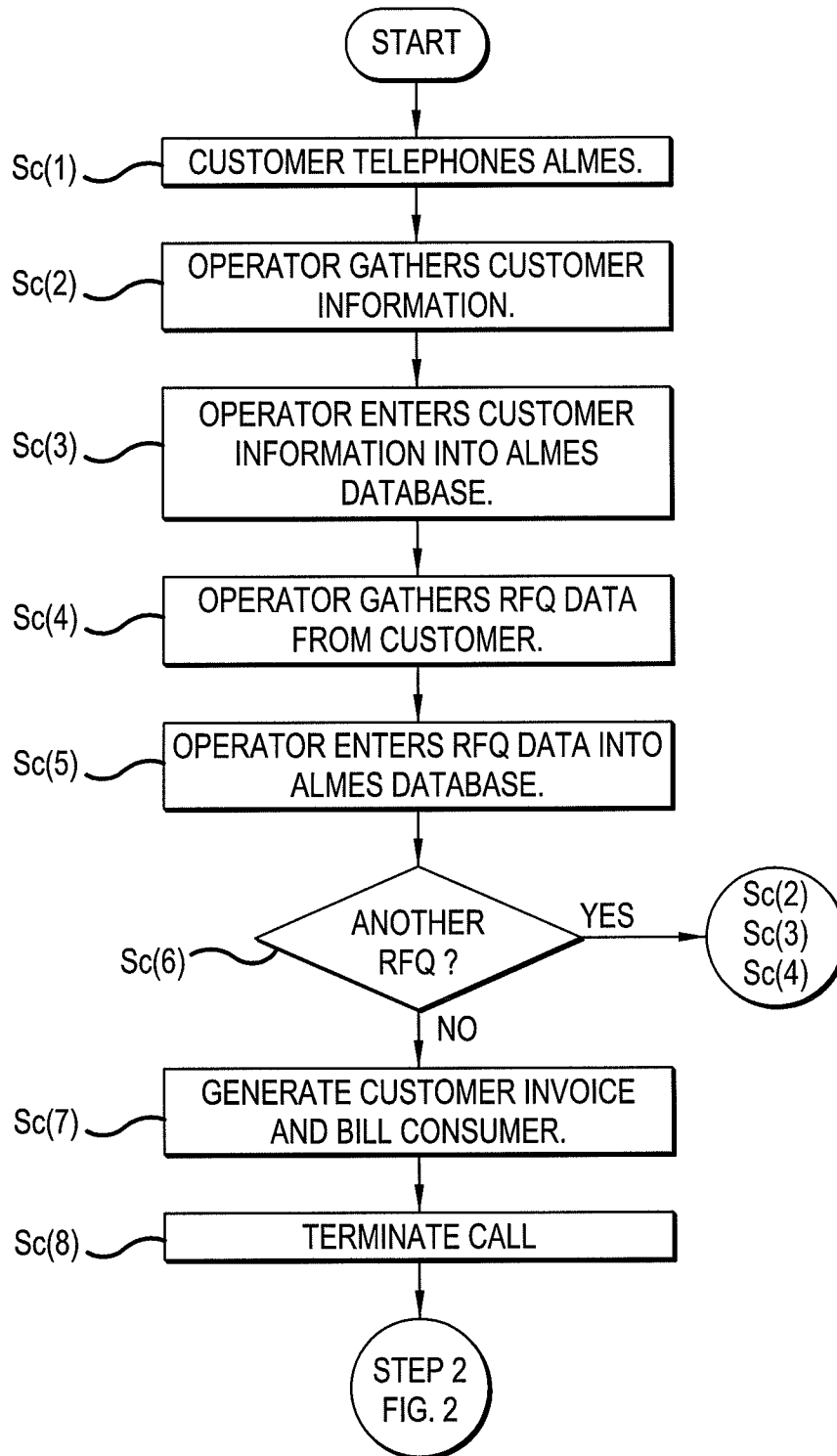
**FIG.4**

**"REPLACEMENT SHEET"**



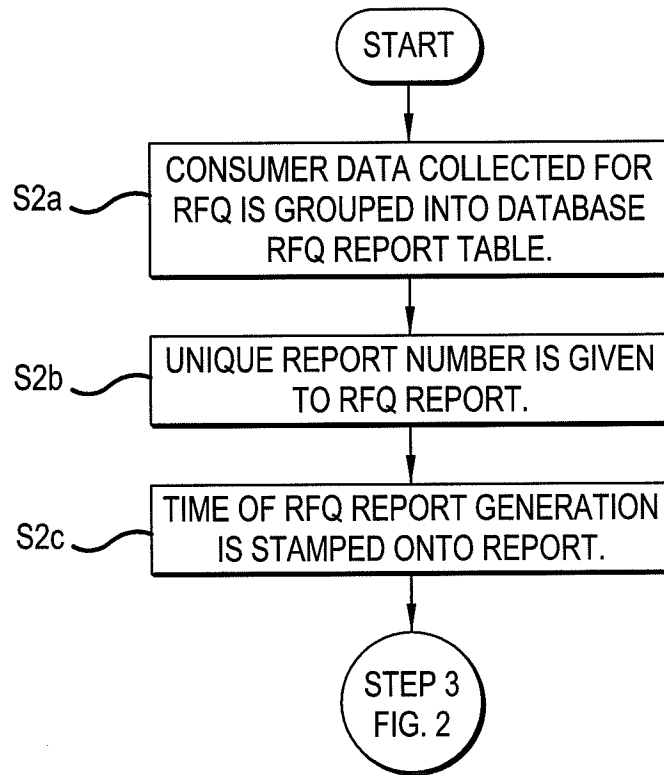
**FIG.5**

**"REPLACEMENT SHEET"**



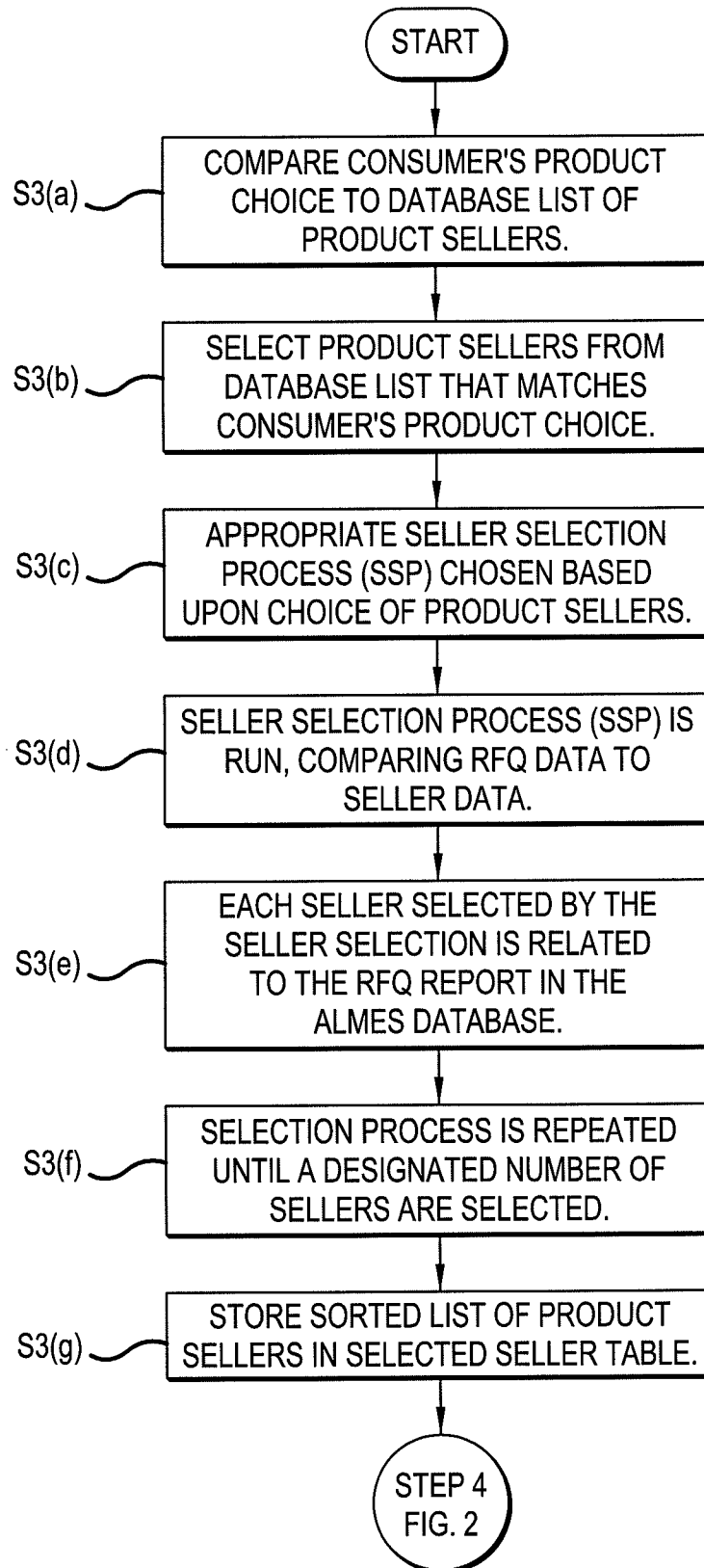
**FIG.6**

**"REPLACEMENT SHEET"**



**FIG.7**

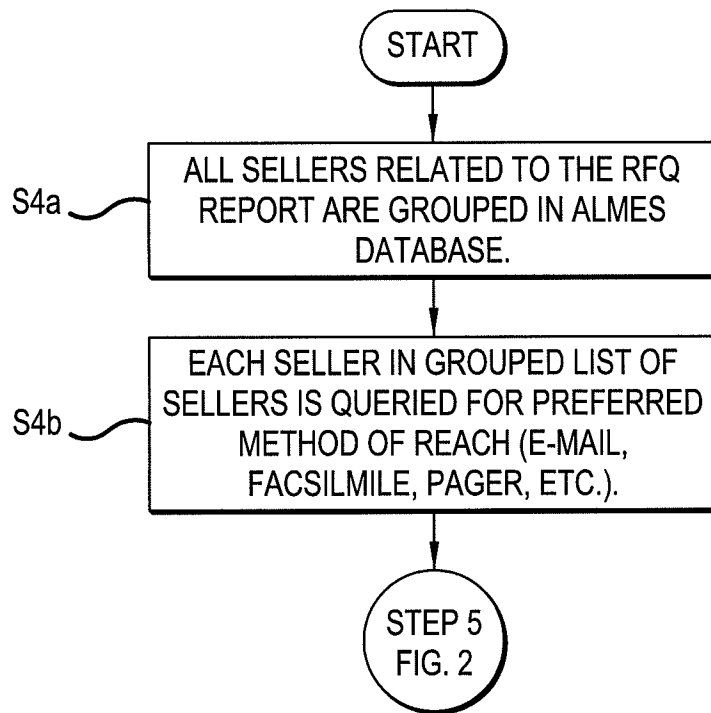
**"REPLACEMENT SHEET"**



**FIG.8**



**"REPLACEMENT SHEET"**



**FIG.9**

# "REPLACEMENT SHEET"

## A: Identification Information:

Customer Name   
 Mail Address   
 City  State   
 Zip  Apt. Num.   
 Phone (over next 3 hrs) (  )   
 Fax Number (  )   
 I wish to receive my Report by: Fax ☐ Overnight Mail ☐

## D: Financing Information:

Possible Payment Methods: Loan ☐ Lease ☐ Cash ☐  
*Check all that apply*  
 Preferred Term of Loan  Months  
 Preferred Term of Lease  Months  
 If Financing estimate your Down Payment \$

## B: Vehicle Specifications (in preference order)

Make	Model	Doors	Series	Style/Class
Example;	Ford Taurus	4	LX	Sedan
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Range of Years	From	<input type="text"/>	To	<input type="text"/>
Range of Miles	From	<input type="text"/>	To	<input type="text"/>
Range of Price	From	\$ <input type="text"/>	To	\$ <input type="text"/>
Exterior Color Choices	<input type="text"/>	or	<input type="text"/>	
Interior Color Choices	<input type="text"/>	or	<input type="text"/>	

## E: Potential Aftermarket Sales:

I am interested in buying:	YES	NO	MAYBE
Extended Warranty	<input type="text"/>	<input type="text"/>	<input type="text"/>
GAP Insurance	<input type="text"/>	<input type="text"/>	<input type="text"/>
Rust Protection	<input type="text"/>	<input type="text"/>	<input type="text"/>
Credit Life Insurance	<input type="text"/>	<input type="text"/>	<input type="text"/>
Accident and Health Insurance	<input type="text"/>	<input type="text"/>	<input type="text"/>

*There is no obligation to purchase any of the above items*

## C: Accessories Requested:

4 Wheel Drive (4WD)	<input type="checkbox"/>
Air Conditioning	<input type="checkbox"/>
ABS Brakes	<input type="checkbox"/>
Air bag - Driver side	<input type="checkbox"/>
Air bag - Passenger side	<input type="checkbox"/>
Alarm	<input type="checkbox"/>
All Wheel Drive	<input type="checkbox"/>
Alloy wheels	<input type="checkbox"/>
AM/FM Radio	<input type="checkbox"/>
Cassette	<input type="checkbox"/>
CD Player	<input type="checkbox"/>
Cruise Control	<input type="checkbox"/>
Leather Seats	<input type="checkbox"/>
Power Locks	<input type="checkbox"/>
Power Steering	<input type="checkbox"/>
Power windows	<input type="checkbox"/>
Roof Rack	<input type="checkbox"/>
Sun Roof - Power	<input type="checkbox"/>
Sun Roof - Manual	<input type="checkbox"/>
Tilt Steering	<input type="checkbox"/>
Tow Package	<input type="checkbox"/>
Transmission - Auto	<input type="checkbox"/>
Transmission - Manual	<input type="checkbox"/>
Other: <input type="text"/>	<input type="checkbox"/>
Other: <input type="text"/>	<input type="checkbox"/>

## F: Potential Trade-In Information:

(Describe your car here if you might trade it in.)

Make/Model   
 Year   
 Miles on Vehicle   
 Doors  Series   
 Style/Class   
 Color - Exterior  Interior   
 Condition - Exterior  Interior   
 (Check box if your vehicle has any of the following items in working condition)

A/C	<input type="checkbox"/>	Power Locks	<input type="checkbox"/>	Pwr Steering	<input type="checkbox"/>
Leather Seats	<input type="checkbox"/>	CD	<input type="checkbox"/>	Tow Package	<input type="checkbox"/>
Pwr Sun Roof	<input type="checkbox"/>	4WD	<input type="checkbox"/>	Roof Rack	<input type="checkbox"/>
Auto Transmission	<input type="checkbox"/>	Cruise Control	<input type="checkbox"/>		<input type="checkbox"/>
Convertible	<input type="checkbox"/>	Air bags	<input type="checkbox"/>		<input type="checkbox"/>

*There is no obligation to sell your vehicle to any dealership*

## G: Payment of \$20 to Service by:

*Add \$10 if requesting overnight mail delivery*

Select Credit Card: Visa ☐ Mastercard ☐ Amer. Exp. ☐  
 Acct Num  Ex date:   
 Billing Address: Street  Apt #   
 City  Zip

FIG.10

# "REPLACEMENT SHEET"

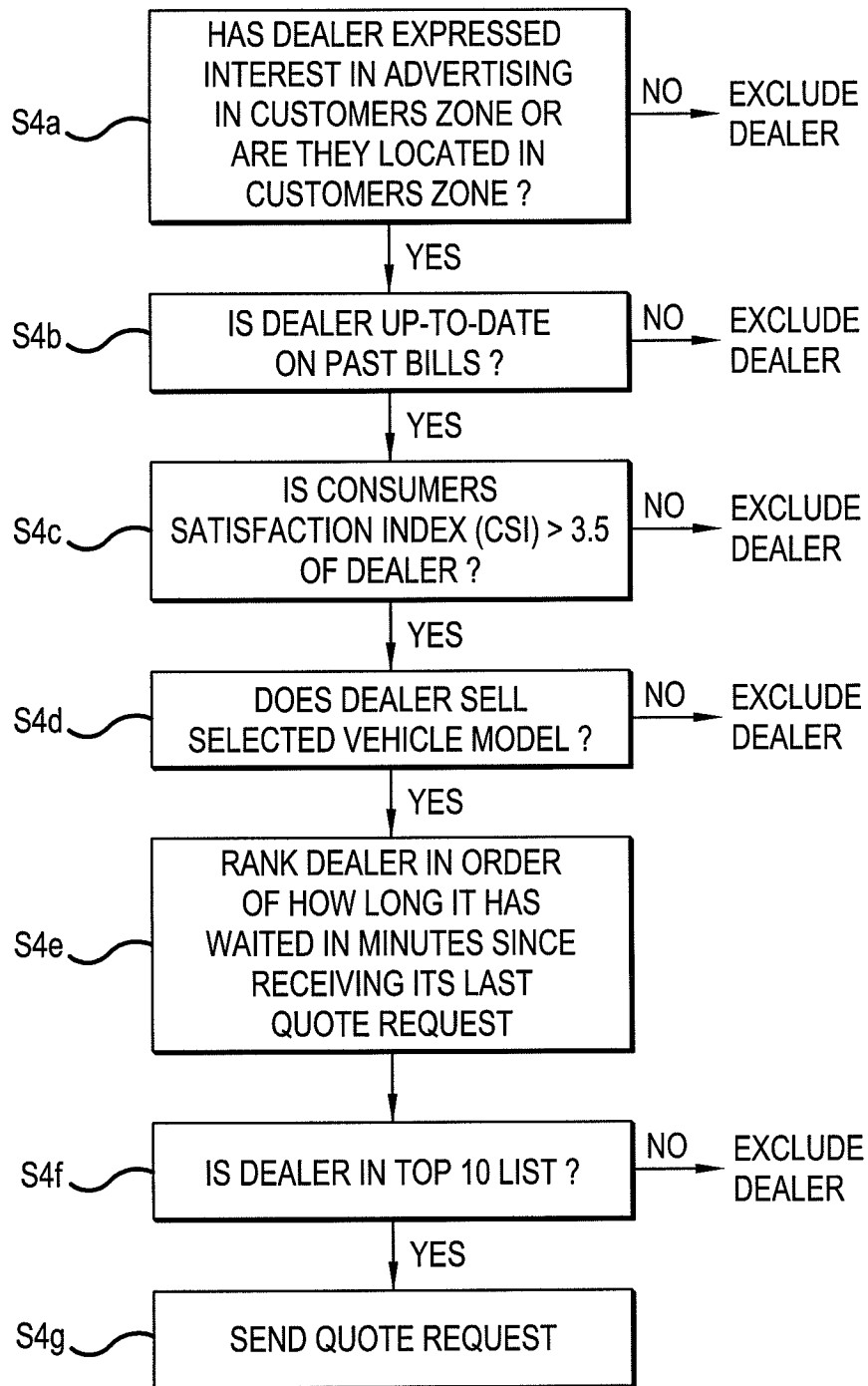
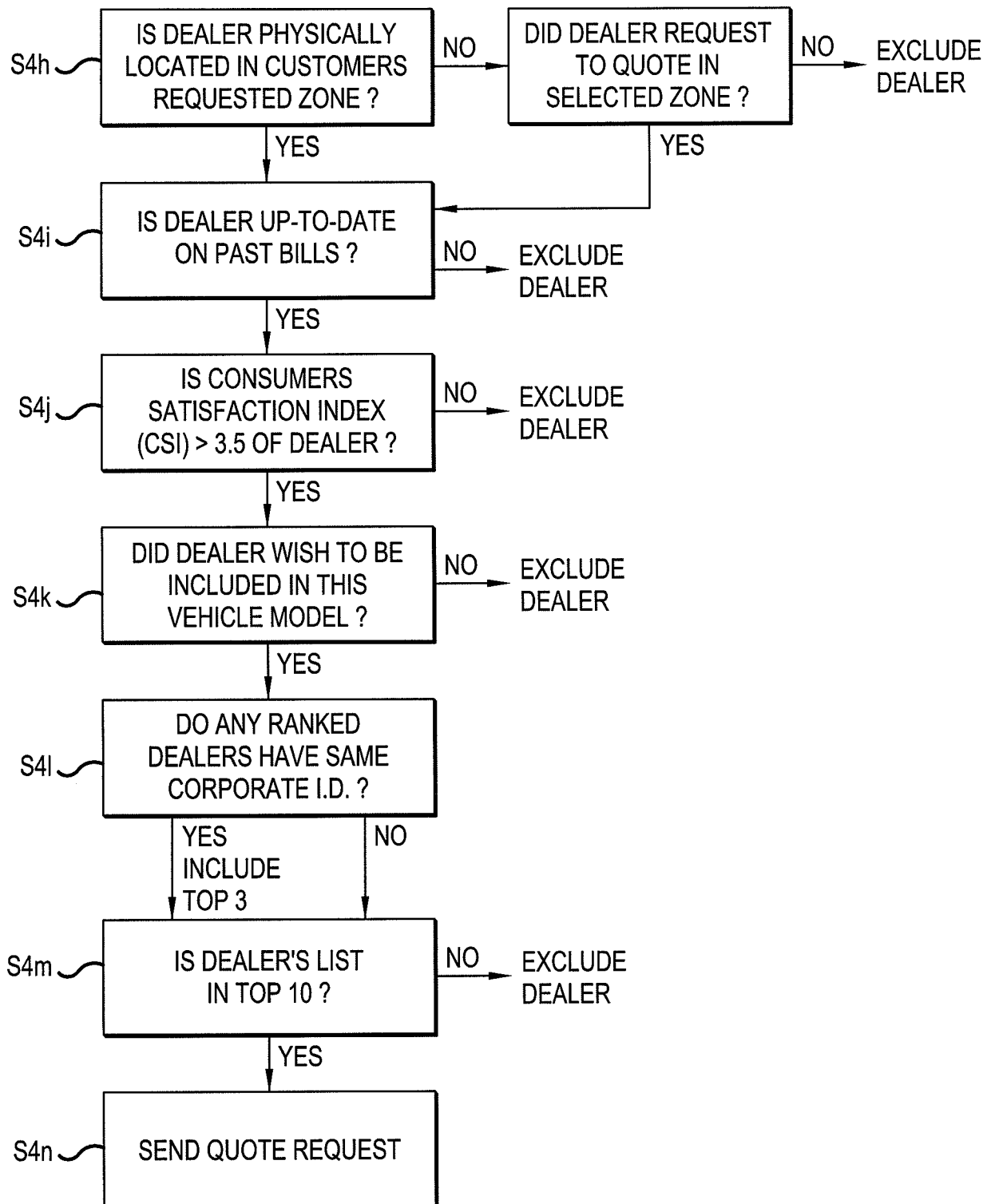


FIG.11

**"REPLACEMENT SHEET"**



**FIG.12**

# **"REPLACEMENT SHEET"**

## Identification Information:

Report Number (8 digits)   
 Dealership ID (7 digits)   
 Dealership Name   
 NAQS Manager PIN (4 digits)   
 This Vehicle must be Advertised YES ☐ NO ☐

Dealers are entitled to one "guaranteed" ad per Report. If "YES" - ad will be printed. If "NO" - ad printed only if it better matches the consumer's request versus other vehicles. This option may not be activated for your dealership.

## Vehicle Location:

On our lot ☐ Wholesellers lot ☐  
 Stock Number   
 Delivery Date 7/16/96   
 Price Hold  Physical Hold   
 (Days you will hold Price) (Hours you will hold vehicle if cust. calls)

## Vehicle Specifications:

Model Year (1994)   
 Make (FORD)   
 Model (TAURUS)   
 Doors (4)  Series (GL)   
 Style (or Class) (Sedan)   
 Miles (Do not incl. 1/10s)  Cyl'd's   
 Exterior Color (Blue)   
 Interior Color (Grey)   
 (Use base common names for colors - light red, dark blue, medium green)

## Accessories Included:

Put an "X" in box if the vehicle contains the following

4WD	<input type="checkbox"/>	Leather Seats	<input type="checkbox"/>
A/C	<input type="checkbox"/>	Pwr Locks	<input type="checkbox"/>
ABS Brakes	<input type="checkbox"/>	Pwr Steering	<input type="checkbox"/>
Air bag - Drvr	<input type="checkbox"/>	Pwr Windows	<input type="checkbox"/>
Air bag - Pssgr	<input type="checkbox"/>	Roof Rack	<input type="checkbox"/>
Alarm	<input type="checkbox"/>	Sun Roof - Power	<input type="checkbox"/>
All Wheel Drive	<input type="checkbox"/>	Sun Roof - Manual	<input type="checkbox"/>
Alloy Wheels	<input type="checkbox"/>	Tilt Steering	<input type="checkbox"/>
AM/FM Radio	<input type="checkbox"/>	Tow Pckge	<input type="checkbox"/>
Cassette	<input type="checkbox"/>	Trans - Auto	<input type="checkbox"/>
CD Player	<input type="checkbox"/>	Trans - Manual	<input type="checkbox"/>
Cruise Cntrl	<input type="checkbox"/>	Other: <input type="text"/>	<input type="checkbox"/>

"On-The-Road" price includes all tax, tag, registration, freight, preparation, destination, advertising, and lien fees (when applicable).  
 Please use black ink pen to fill out form. NAQS is not responsible for errors or omissions.

## Pricing Information:

On-The-Road Price \$   
 Price Includes Warranty Yes ☐ No ☐  
 Warranty: Miles  Days   
 Type of Coverage   
 Money-back guarantee: Yes ☐ Days

## Financing Information:

Assume a "Best Credit" situation for every customer. Dealers are not authorized by NAQS to run credit reports on NAQS consumers. This fact is relayed to the customer.

Loan Approved Yes ☐ No ☐ Not Checked ☐  
 Amount Financed \$   
 Financing Rate  %  
 Monthly Payments \$   
 Term of Loan  Months  
 Down Payment \$

## Leasing Information:

Not applicable for used car advertising.

Lease Approved Yes ☐ No ☐ Not Checked ☐  
 Capitalized Cost \$   
 Monthly Payments \$   
 Term of Lease  Months  
 Refundable Deposit \$   
 Down Payment \$   
 Residual Value \$\$   
 Money Factor (Int. Rate)  %  
 Mileage Cap   
 Cost/Mile > Cap \$  Cents/Mile

## Additional Comments

(Maximum 30 spaces)

Manager's Signature or ID Code:

Date

**FIG.13**

## USED CARS:

How vehicles are selected for advertising when more than 14 are submitted.

1. All incoming vehicles are rated by our proprietary system for how closely they match the customer's request.
2. On each Report, *individual* dealers are limited to 3 ads. Dealer *families* are limited to 5 ads.
3. If requested on the "Quote Form", each dealership is guaranteed one (1) ad printed on The Auto Quote Report.
4. The remaining spots are awarded to the vehicles that rate highest.
5. In the event of a ratings tie, the vehicles with the lowest OTR prices are selected.
6. Vehicles are organized on The Auto Quote Report in order of the proprietary rating.

Match	Weighting	Match	Weighting
Model	80	Year Range <sup>3</sup>	7
Series <sup>1</sup>	40	Mileage Range <sup>4</sup>	7
Style (or Class)	30	Ext. Color <sup>3</sup>	6
Price Range <sup>2</sup>	15	Transmission (Auto/Man.)	5
Zone customer requested <sup>5</sup>	10	A/C <sup>6</sup>	4
4WD <sup>5</sup>	9	Leather <sup>6</sup>	4
Doors <sup>5</sup>	9	Other Listed <sup>6</sup>	2
		Other Unlisted <sup>6</sup>	Set by buyer

### NOTES:

- (1) "Series" match only awarded points if same model vehicle
- (2) Price Range: Points are awarded if less than maximum.
- (3) Year Range: Points are awarded if within range only.
- (4) Mileage Range: Points are awarded if less than maximum.
- (5) Points are awarded for exact matches only.
- (6) Points are awarded for positive matches only.

FIG.14

# **"REPLACEMENT SHEET"**

REPORT		VEHICLES REQUESTED:		CUSTOMER INFORMATION:
		FORD TAURUS MERC. SABLE RED/GREY RECEIVE BY: FAX REPORT NUMBER: 07123456		JANE DOE CUSTOMER NUMBER: 123456
RANK	A	B	C	
SELLER	13	12	14	
VEHICLE INFORMATION				
MAKE, MODEL	Ford Taurus	Merc. Sable	Ford Taurus	
DOORS, SERIES, STYLE	4Dr. GL Sedan	4Dr. GS Sedan	4Dr. GL Sedan	
YEAR	1992	1995	1994	
MILES	75,125	29,941	45,025	
EXTERIOR/INTERIOR COLOR	Blue / Grey	Red / Grey	Green / Grey	
STOCK NUMBER	56980	25180	56980	
Your "On-the-road" Price	\$8,300	\$11,900	\$13,112	
Location of lot				
Location of vehicle	Our lot	Another lot	Our lot	
WARRANTY - INFO.				
Price includes Warranty		Yes		
Warranty duration (lesser of days/miles)		360 / 25000		
Type of coverage		corrosion		
Money-back Guarantee / Days	Yes / 5 days			
Price Hold (days)	2	4	3	
Physical Car hold (hours)	5	7	3	
FINANCING INFO.				
Loan Approved	Not Checked	Not Checked	Not Checked	
Financing Rate (assumes "best credit")	8.25%	7.50%	7.75%	
Monthly Payments if financed	\$148.99	\$218.41	\$244.14	
Term of Loan in months	60	60	60	
Down Payment (not including trade-in)	\$1,000.00	\$1,000.00	\$1,000.00	
Amount Financed	\$7,300.00	\$10,900.00	\$12,112.00	
SPECIFICATIONS:				
4WD				
Air Conditioning	Yes	Yes	Yes	
ABS (Anti-lock) Brakes		Yes		
Air Bags	1	2	1	
Alarm	Yes			
All Wheel Drive	Yes	Yes	Yes	
Alloy Wheels	Yes		Yes	
AM/FM Radio	Yes	Yes	Yes	
Cassette Player		Yes		
CD Player			Yes	
Cruise Control	Yes	Yes	Yes	
Leather Seats	Yes			
Power locks				
Power Steering	Yes	Yes	Yes	
Power Windows				
Roof Rack	Yes		Yes	
Sun roof (Manual or Power)	Manual			
Tow Package	Yes		Yes	
Transmission (Automatic or Manual)	Automatic	Automatic	Automatic	
Other Items Included	Door Guards		Keyless Entry	
DEALERS COMMENTS	Excellent condition Creampuff	1 owner	Open 24 Hours Exit 13B off I83	

**FIG.15**

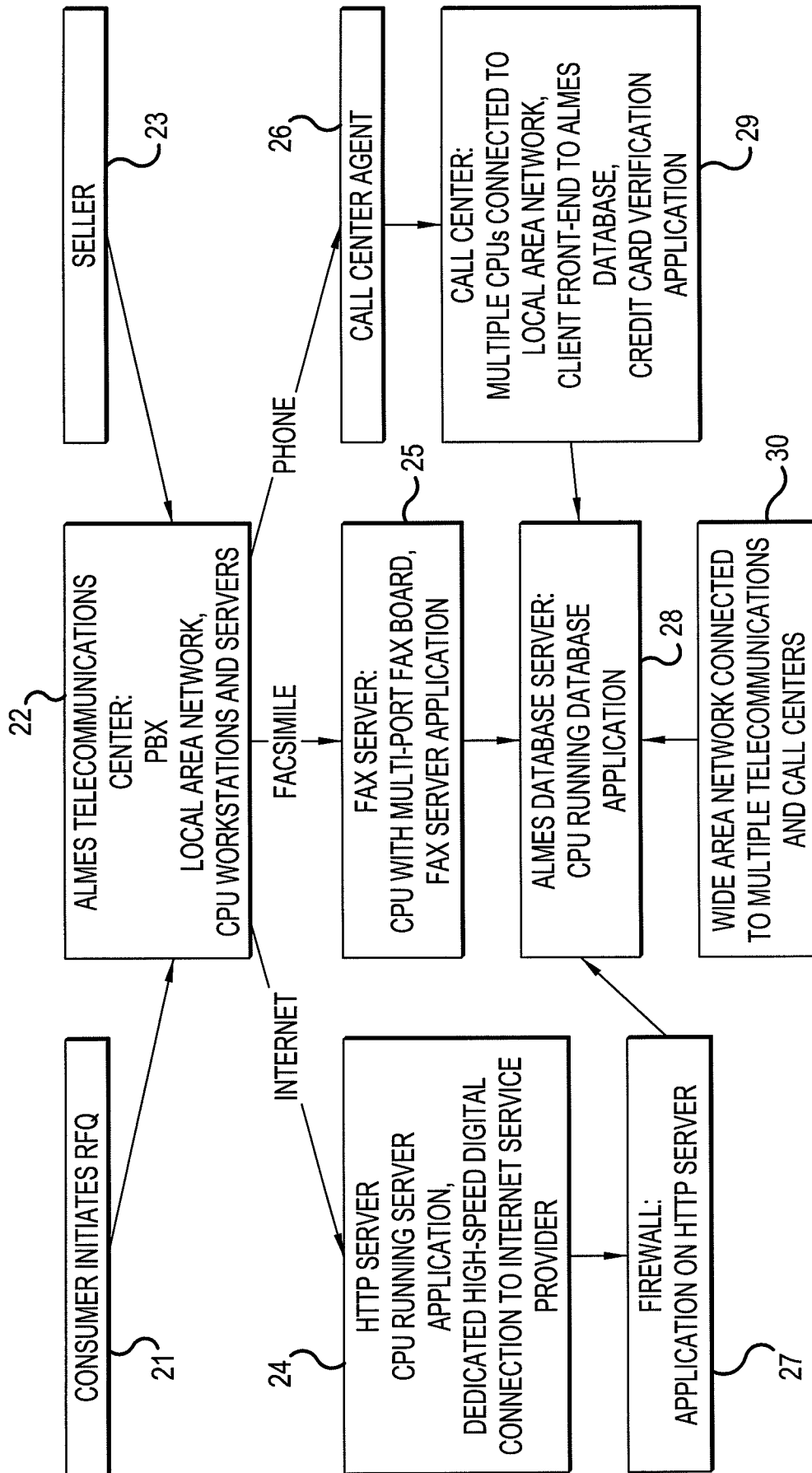


FIG.16